

Exhibit 1a
2012 Exports by Company Type and Employment Size

Value in millions of dollars. Details may not equal totals due to rounding. D - Represents suppressed to avoid disclosure.

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of		Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
			Cum % of Known Value	Company Type Value (2)				
All identified companies	1,379,683	100.0	100.0	100.0	304,867	100.0	100.0	100.0
no. employees unknown (3)	121,488	8.8	8.8	8.8	118,875	39.0	39.0	39.0
1 to 19 employees	91,526	6.6	15.4	15.4	114,302	37.5	76.5	76.5
20 to 49 employees	49,324	3.6	19.0	19.0	31,994	10.5	87.0	87.0
50 to 99 employees	47,006	3.4	22.4	22.4	16,145	5.3	92.3	92.3
100 to 249 employees	83,327	6.0	28.5	28.5	12,070	4.0	96.2	96.2
250 to 499 employees	56,729	4.1	32.6	32.6	4,609	1.5	97.7	97.7
500 or more employees	930,283	67.4	100.0	100.0	6,872	2.3	100.0	100.0
Manufacturers	836,684	60.6	60.6	100.0	74,520	24.4	24.4	100.0
no. employees unknown (3)	38,342	2.8	2.8	4.6	16,938	5.6	5.6	22.7
1 to 19 employees	8,415	0.6	3.4	5.6	24,599	8.1	13.6	55.7
20 to 49 employees	12,623	0.9	4.3	7.1	13,960	4.6	18.2	74.5
50 to 99 employees	16,288	1.2	5.5	9.0	8,010	2.6	20.8	85.2
100 to 249 employees	40,969	3.0	8.5	13.9	6,230	2.0	22.9	93.6
250 to 499 employees	34,452	2.5	11.0	18.1	2,231	0.7	23.6	96.6
500 or more employees	685,595	49.7	60.6	100.0	2,552	0.8	24.4	100.0
Wholesalers	307,135	22.3	22.3	100.0	102,005	33.5	33.5	100.0
no. employees unknown (3)	39,301	2.8	2.8	12.8	34,702	11.4	11.4	34.0
1 to 19 employees	59,531	4.3	7.2	32.2	49,502	16.2	27.6	82.5
20 to 49 employees	28,294	2.1	9.2	41.4	9,774	3.2	30.8	92.1
50 to 99 employees	16,285	1.2	10.4	46.7	3,947	1.3	32.1	96.0
100 to 249 employees	33,333	2.4	12.8	57.5	2,429	0.8	32.9	98.4
250 to 499 employees	14,399	1.0	13.9	62.2	852	0.3	33.2	99.2
500 or more employees	115,993	8.4	22.3	100.0	799	0.3	33.5	100.0
Other companies (4)	235,865	17.1	17.1	100.0	128,342	42.1	42.1	100.0
no. employees unknown (3)	43,845	3.2	3.2	18.6	67,235	22.1	22.1	52.4
1 to 19 employees	23,580	1.7	4.9	28.6	40,201	13.2	35.2	83.7
20 to 49 employees	8,407	0.6	5.5	32.2	8,260	2.7	37.9	90.1
50 to 99 employees	14,433	1.0	6.5	38.3	4,188	1.4	39.3	93.4
100 to 249 employees	9,025	0.7	7.2	42.1	3,411	1.1	40.4	96.1
250 to 499 employees	7,878	0.6	7.8	45.4	1,526	0.5	40.9	97.3
500 or more employees	128,696	9.3	17.1	100.0	3,521	1.2	42.1	100.0
Multiple location companies	1,044,870	75.7	75.7	100.0	28,690	9.4	9.4	100.0
no. employees unknown (3)	1,371	0.1	0.1	0.1	170	0.1	0.1	0.6
1 to 19 employees	5,037	0.4	0.5	0.6	2,902	1.0	1.0	10.7
20 to 49 employees	10,531	0.8	1.2	1.6	5,094	1.7	2.7	28.5
50 to 99 employees	21,017	1.5	2.8	3.6	4,924	1.6	4.3	45.6
100 to 249 employees	43,898	3.2	5.9	7.8	6,105	2.0	6.3	66.9
250 to 499 employees	43,463	3.2	9.1	12.0	3,376	1.1	7.4	78.7
500 or more employees	919,553	66.6	75.7	100.0	6,119	2.0	9.4	100.0
Manufacturers	724,512	52.5	52.5	100.0	9,766	3.2	3.2	100.0
no. employees unknown (3)	77	0.0	0.0	0.0	37	0.0	0.0	0.4
1 to 19 employees	225	0.0	0.0	0.0	310	0.1	0.1	3.6
20 to 49 employees	1,419	0.1	0.1	0.2	1,082	0.4	0.5	14.6
50 to 99 employees	4,277	0.3	0.4	0.8	1,711	0.6	1.0	32.2
100 to 249 employees	15,755	1.1	1.6	3.0	2,706	0.9	1.9	59.9
250 to 499 employees	25,566	1.9	3.4	6.5	1,567	0.5	2.4	75.9
500 or more employees	677,193	49.1	52.5	100.0	2,353	0.8	3.2	100.0
Wholesalers	169,158	12.3	12.3	100.0	8,582	2.8	2.8	100.0
no. employees unknown (3)	D	D	D	D	62	0.0	0.0	0.7
1 to 19 employees	D	D	D	D	1,421	0.5	0.5	17.3
20 to 49 employees	6,839	0.5	D	D	2,282	0.7	1.2	43.9
50 to 99 employees	7,882	0.6	D	D	1,732	0.6	1.8	64.1
100 to 249 employees	23,303	1.7	D	D	1,617	0.5	2.3	82.9
250 to 499 employees	12,583	0.9	D	D	707	0.2	2.6	91.1
500 or more employees	114,733	8.3	D	D	761	0.2	2.8	100.0

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			Cum % of Known Value	Company Type Value (2)				
Other companies (4)	151,200	11.0	D	D	10,342	3.4	3.4	100.0
no. employees unknown (3)	D	D	D	D	71	0.0	0.0	0.7
1 to 19 employees	D	D	D	D	1,171	0.4	0.4	12.0
20 to 49 employees	2,274	0.2	D	D	1,730	0.6	1.0	28.7
50 to 99 employees	8,858	0.6	D	D	1,481	0.5	1.5	43.1
100 to 249 employees	4,840	0.4	D	D	1,782	0.6	2.0	60.3
250 to 499 employees	5,314	0.4	D	D	1,102	0.4	2.4	70.9
500 or more employees	127,627	9.3	D	D	3,005	1.0	3.4	100.0
Single location companies	334,813	24.3	24.3	100.0	276,177	90.6	90.6	100.0
no. employees unknown (3)	120,117	8.7	8.7	35.9	118,705	38.9	38.9	43.0
1 to 19 employees	86,489	6.3	15.0	61.7	111,400	36.5	75.5	83.3
20 to 49 employees	38,793	2.8	17.8	73.3	26,900	8.8	84.3	93.1
50 to 99 employees	25,989	1.9	19.7	81.1	11,221	3.7	88.0	97.1
100 to 249 employees	39,429	2.9	22.5	92.8	5,965	2.0	89.9	99.3
250 to 499 employees	13,265	1.0	23.5	96.8	1,233	0.4	90.3	99.7
500 or more employees	10,731	0.8	24.3	100.0	753	0.2	90.6	100.0
Manufacturers	112,171	8.1	8.1	100.0	64,754	21.2	21.2	100.0
no. employees unknown (3)	38,265	2.8	2.8	34.1	16,901	5.5	5.5	26.1
1 to 19 employees	8,189	0.6	3.4	41.4	24,289	8.0	13.5	63.6
20 to 49 employees	11,204	0.8	4.2	51.4	12,878	4.2	17.7	83.5
50 to 99 employees	12,010	0.9	5.0	62.1	6,299	2.1	19.8	93.2
100 to 249 employees	25,214	1.8	6.9	84.6	3,524	1.2	21.0	98.7
250 to 499 employees	8,885	0.6	7.5	92.5	664	0.2	21.2	99.7
500 or more employees	8,402	0.6	8.1	100.0	199	0.1	21.2	100.0
Wholesalers	137,977	10.0	10.0	100.0	93,423	30.6	30.6	100.0
no. employees unknown (3)	D	D	D	D	34,640	11.4	11.4	37.1
1 to 19 employees	D	D	D	D	48,081	15.8	27.1	88.5
20 to 49 employees	21,455	1.6	D	D	7,492	2.5	29.6	96.6
50 to 99 employees	8,403	0.6	D	D	2,215	0.7	30.3	98.9
100 to 249 employees	10,029	0.7	D	D	812	0.3	30.6	99.8
250 to 499 employees	1,815	0.1	D	D	145	0.0	30.6	100.0
500 or more employees	1,260	0.1	D	D	38	0.0	30.6	100.0
Other companies (4)	84,665	6.1	D	D	118,000	38.7	38.7	100.0
no. employees unknown (3)	D	D	D	D	67,164	22.0	22.0	56.9
1 to 19 employees	D	D	D	D	39,030	12.8	34.8	90.0
20 to 49 employees	6,133	0.4	D	D	6,530	2.1	37.0	95.5
50 to 99 employees	5,575	0.4	D	D	2,707	0.9	37.9	97.8
100 to 249 employees	4,185	0.3	D	D	1,629	0.5	38.4	99.2
250 to 499 employees	2,565	0.2	D	D	424	0.1	38.5	99.6
500 or more employees	1,069	0.1	D	D	516	0.2	38.7	100.0

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g., wholesalers with less than 50 employees account for 42.5 percent of the total wholesalers known value and 92.2 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2012.

(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies, and companies for which an industry could not be determined.

Note: This exhibit is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.